

STREET ADDRESS:
1300 I Street
Sacramento, CA 95814
Telephone: (916) 323-5079

WEB SITE ADDRESS:
<http://ag.ca.gov/charities/>

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

ANNUAL FINANCIAL REPORT FOR 2004

(California Government Code Section 12599)

Failure to file annual financial report by January 30th annually for each calendar year of solicitation may result in late fees as defined in Government Code Section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



Name and Address of Commercial Fundraiser:

Tarlov Associates, Inc.

Name of commercial fundraiser

1950 Sawtelle Blvd., #288

Address of commercial fundraiser

Los Angeles, CA 90025

City, State, and ZIP Code

Name and Address of Charitable Organization:

CT No. **CP-126**

F.E.I.N. No.

Entertainment Industry Foundation

Name of charity

11132 Ventura Blvd., Suite 401

Address of charity

Studio City, CA 91604

City, State, and ZIP code of charity

Figures from (check one): National Campaign ☐ California Campaign ☐

Dinner & Entertainment

(Type of activity)

held (on) (from) **January**

2004

to

March 1

2004

(Date or dates must be shown)

Is the contract between the commercial fundraiser and charity based upon a fee or percentage of revenue? Fee ☒ Percentage ☐ Other ☐

If other, provide brief explanation

1. REVENUE

A. Cash contributions

B. Entertainment sales or admission charges

C. Sales from products

D. Advertisement sales

E. Membership fees

F. Other sources: (Specify)

a. _____

b. _____

c. _____

d. _____

G. TOTAL REVENUE

\$1,684,350.00

187,000.00

Fa. _____

Fb. _____

Fc. _____

Fd. _____

\$1,871,850.00 G.

2. EXPENSES

A. ~~Real Estate Commissions~~ **Music/Entertainment**

B. Salaries

C. Payroll taxes

D. Employee benefits

E. Cost of merchandise for resale

F. Cost of entertainment

G. Postage **/Printing**

H. Advertising **/Publicity**

I. Telephone

J. Rental of equipment

K. ~~Facilities charge~~ **Decorations**

L. Permits

M. Other expenses: (Specify)

a. **See Attachment A**

b. _____

c. _____

d. _____

N. TOTAL EXPENSES

63,001.00

45,253.00

10,000.00

2,529.00

115,834.00

39,386.00

\$256,587.00

A.

B.

C.

D.

E.

F.

G.

H.

I.

J.

K.

L.

Ma.

Mb.

Mc.

Md.

\$532,590.00 N.

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3. Amount to charity (subtract line 2N from line 1G) \$1,339,260.00 3.
4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity) _____ 4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) _____ 5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) _____ 6.
7. (a) Does any officer, director, partner or owner of the commercial fundraiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the commercial fundraiser has contracted to solicit?
- ☐ Yes ☒ No If "yes" complete the following:

Name of officer, director, partner or owner of commercial fundraiser	Name and address of charitable organization	Relationship of officer, etc. to charitable organization

(b) For each affiliation identified in 7(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

Loretta Williams Office Admin 12/14/04
Signature of authorized officer (commercial fundraiser) Printed name Title Date

This report must be signed by two officers or directors of the charitable organization for verification.

LISA PAULSEN PRES/CEO
Signature of authorized officer/director (charity) Printed name Title Date

MERRILY NEWTON JVP/CEO 12-14-04
Signature of authorized officer/director (charity) Printed name Title Date

RECEIVED
FEB 08 2005
ASSISTANT CLERK
REGISTRY OF CHARITABLE TRUSTS

Entertainment Industry Foundation

Report of Results of Activity

Card #B2495

Attachment A

Other Expenditures:

Event Producers	\$ 108,308
Security	\$ 5,957
Catering	\$ 115,175
Meeting Expense	\$ 2,646
Travel	\$ 16,537
Insurance	\$ 641
Bank Charges	\$ 5,605
Office Supplies	\$ 1,718

Total \$ 256,587 ✓